

Message Text

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21

ACTION XMB-04

INFO OCT-01 NEA-09 ISO-00 SP-02 AID-05 EB-07 NSC-05

CIEP-01 TRSE-00 SS-15 STR-01 OMB-01 CEA-01 CIAE-00

COME-00 FRB-03 INR-07 NSAE-00 OPIC-03 LAB-04 SIL-01

DODE-00 PM-03 H-01 L-02 PA-01 PRS-01 NSCE-00 SSO-00

USIE-00 INRE-00 AEC-05 OES-03 /086 W

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O R 190940Z FEB 75

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC IMMEDIATE 6979

INFO AMEMBASSY BEIRUT

AMCONSUL BOMBAY

LIMITED OFFICIAL USE NEW DELHI 2316

BEIRUT FOR RCAA DWOR

E.O. 11652: N/A

TAGS: EAIR, IN

SUBJ: AIRCRAFT SALES

REF: STATE 35273

1. I VERY MUCH APPRECIATED EXIM'S PROMPT AND HELPFUL RESPONSE
TO MY MESSAGES FOLLOWING MY CONVERSATION WITH AIR CHIEF MARSHAL
LAL. I DID BELIEVE IT USEFUL TO PASS ON THE SUBSTANCE OF THE
RESPONSE TO HIM, AND HE EXPRESSED HIS GRATITUDE. HE TELLS ME
THAT HE HAS NOW SENT A TELEGRAM TO EXIM ABOUT THE FINANCING OF
ADDITIONAL WIDE-BODIES AIRCRAFT AND THAT INDIAN AIRLINES FINANCE
DIRECTOR KRIPAL CHAND ALSO TOUCHED ON IT WITH EXIM WHEN HE WAS
IN WASHINGTON LAST WEEK ARRANGING THE DETAILS OF THE BOEING
FINANCING. LAL SAYS THAT ON THE BOEING SALE, INDIAN AIRLINES
OPTED FOR 40-50-10 AND IMPLIED TO ME THAT THIS MIGHT BE THE BEST
OF THE OPTIONS OFFERED BY EXIM FOR FINANCING THE LOCKHEEDS, IF
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THEY SHOULD DECIDE TO BUY THEM.

2. LOCKHEED (PETER MINGRONE) TELLS US THAT THE A-300 PEOPLE ARE SEEING IA TODAY AND LOCKHEED WILL HAVE ITS DAY IN COURT ON FEBRUARY 20, BEFORE THE BOARD MEETING. LAL TOLD ME HE HOPED THAT LOCKHEED COULD COME ARMED WITH EXIM TERMS. I STRONGLY URGE LOCKHEED BE INFORMED THAT IT MAY OFFER A 40-50-10 OPTION, THOUGH I WOULD HOPE THIS WOULD ONLY BE ONE OF THE OPTIONS THAT COULD BE OFFERED. WE SHALL CONTINUE TO KEEP IN CLOSE CONTACT WITH LOCKHEED AND IA TO ENSURE THE MAXIMUM FLOW OF INFORMATION TO ALL CONCERNED.

3. MINGRONE TELLS US THAT LAL TOLD HIM THAT THE FRENCH OFFERED A PACKAGE INVOLVING SALE OF THE A-300, MILITARY AIRCRAFT (PRE-SUMABLY THE MIRAGE 4) AND NUCLEAR COOPERATION (TYPE NOT IDENTIFIED BY LAL) IF THE GOI WOULD CHOSE THE A-300. LAL HAS SUCCEEDED IN SECURITY GOI AGREEMENT TO A FREE HAND TO PURCHASE WHAT HE THINKS IA NEEDS REGARDLESS OF THE PACKAGE OFFER. NEVERTHELESS IT DOES ILLUSTRATE THE COMPETITION WE FACE AND THE NEED TO HAVE THE BEST PACKAGE POSSIBLE AT THE RIGHT TIME IF WE ARE TO RETAIN THIS MARKET.

4. PLEASE TELL ME BY IMMEDIATE CABLE
THE FINANCING OPTIONS EXIM
IS PREPARED TO OFFER SO THAT I MAY PASS THEM ON TO LAL BEFORE
THE CRUCIAL FEBRUARY 20 BOARD MEETING OF INDIAN AIRLINES
SCHNEIDER

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